

# Putting Business on the Tennessee Fast Track

In December, ECD was pleased to announce the launch of a new initiative entitled FastTrack which is designed to help expedite interests on the part of businesses looking to expand or invest in Tennessee jobs.

FastTrack, created through an Executive Order by Governor Phil Bredesen, is a priority of his administration. While the initiative is being led and directed by ECD, its implementation involves all state agencies and high education institutions that are involved in Tennessee job growth. To that end, the Executive Order established each of the involved parties to identify FastTrack representatives who will work closely with the ECD staff to respond in a timely manner to all serious job investment inquiries.

To simplify the process for ECD partners and interested businesses, the department has begun to aggressively market information about FastTrack on the [www.tnecd.gov](http://www.tnecd.gov) web site and through its FastTrack toll free telephone number – 1.877.4TN.FAST.

Here's how it works:

- As soon as ECD is contacted about a serious investment opportunity – be it an expansion of an existing Tennessee business or a new investment – the FastTrack team works to provide an initial response on options available from the state within three business days.
- If a commitment is made to invest in new jobs that meet the initial job training incentive criteria, ECD will also work to tailor and present to the interested party a

job training package within seven business days.

- Throughout the give and take process ECD works with other FastTrack representatives in state

and the FastTrack Job Training Assistance Program. The emphasis in these programs is on fast and timely responses to inquiries from businesses and communities.

**RED TAPE?**

**IN TENNESSEE, WE JUST DON'T HAVE TIME FOR IT ANYMORE.**

When your company is ready to put the rubber to the road, you don't need a lot of red tape keeping you from the finish line.

FastTrack is Tennessee's commitment to your business: We pledge to provide quick turnarounds on research, proposals, grant and loan applications, tax credits, jobs training – everything you need to get started, all in one handy bundle.

In Tennessee, we understand that the sooner you're up and running, the sooner your profitability accelerates. We're ready to partner with you on your next relocation, expansion or start-up.

Call us toll-free at **1-877-4TN-FAST** for more information, or visit us on the web at [www.tnecd.gov/fasttrack](http://www.tnecd.gov/fasttrack).

**FastTrack**  
TENNESSEE ECONOMIC & COMMUNITY DEVELOPMENT

For the launch of our "FastTrack" initiative, we are strategically placing ads like this in leading industry magazines.

government to secure whatever commitments we can to support the proposed investment – from transportation infrastructure to a host of tax-based incentives.

Additionally, ECD has revamped existing infrastructure and job training programs – formerly known as TIIPs and ITS – into the FastTrack Infrastructure Development Program

Over the coming months ECD will continue to ramp up marketing efforts to make industries aware of FastTrack services. Tennessee recognizes these important facts – that in the business world time is money, and in order to compete for business investment, at a minimum, we must be timely in how we service our prospects.

## From the desk of the Commissioner

Last year ECD announced a series of initiatives aimed at increasing technology job growth in Tennessee.

One initiative was the creation of a Director of Technology. I am proud to announce that Eric Cromwell accepted the position and joined the ECD team this month. We will be working closely together to design



and implement ECD's technology job growth policy and initiatives. Prior to joining ECD, he served as Associate Director of the FedEx Institute of Technology in

Memphis. Eric's background includes extensive work in public and private technology development.

Governor Bredesen's commitment to technology growth in Tennessee will, with Eric's assistance, ECD will put the foundation in place for strong technology resources and job growth. I invite you to contact me if I can be of service at 615.741.1888 or [matt.kisber@state.tn.us](mailto:matt.kisber@state.tn.us)

## Tennessee ECD hires new director of communications



In January, ECD hired K. Dawn Rutledge Jones as the new Director of Communications.

Dawn has a strong background in public and media relations, corporate communications event planning and management. She will be responsible for developing and executing the department's communications plan, content development of all ECD collateral, internal communications and serving as the Public Information Officer for the Commissioner and the department.

"Dawn is a strong addition to our senior management team," said Commissioner Matthew Kisber. "Her hands-on experience in all aspects of the communications profession is extensive and impressive. We look

forward to putting her expertise to work and helping us to better communicate our goals and successes to Tennessee's business and economic development community and throughout the country."

Prior to joining the ECD team, Dawn worked for Cracker Barrel Old Country Store, Inc., a Lebanon, Tenn.-based restaurant chain. Jones handled public relations, media relations and assisted with crisis communications consulting for the company. Her additional work experience has included time with the business and professional women's organization – CABLE, in which she served as association director; 100 Black Men of Middle Tennessee, Inc. as marketing director; editor of the *The Tennessee Tribune*; and a writer for the *Nashville Business Journal* and numerous other publications.

Please contact Dawn with any media and communications questions at 615.532.1910 or [dawn.rutledgejones@state.tn.us](mailto:dawn.rutledgejones@state.tn.us).

## Canadian automotive supplier to open a manufacturing plant in Pulaski



windsor mold group

Tennessee's New Year got off to a prosperous economic start when company executives of the Windsor Mold Group, a Canadian-based manufacturer of injection mold tooling for the automotive industry, joined state and local officials Jan. 5 to announce plans to operate a manufacturing plant in Pulaski. The facility will be located in a 54,000 square foot building at Industrial Park South.

The company plans to begin recruiting soon for employees, expecting to hire 30 to 60 employees in the first year.

Further plans include beginning production in early summer of 2004 and expanding operations as additional product lines are launched.

"I am proud that the Windsor Mold Group has chosen Tennessee as a location for expanding its operations," said Governor Phil Bredesen. "Their commitment to invest in Pulaski supports the continued growth of our state's automotive supplier base and underscores the appeal of our workforce, our industrial infrastructure and our strong business climate."

After an extensive search, company officials credited the cooperative and pro-active efforts of state and local economic development officials, along with Pulaski's small town charm and character, as factors that helped them to finalize their decision to move to Tennessee. Additional important factors in the decision were the accessibility to the local Tennessee Technology Center and the Tennessee Career Center.

For more information contact Seannalyn Brandmeir at 615.253.6257 or [seannalyn.brandmeir@state.tn.us](mailto:seannalyn.brandmeir@state.tn.us).

## Jobs Cabinet efforts bring Omega to Clinton

Last December Omega Cabinetry purchased the Homecrest Cabinet facility in Clinton. Along with the relocation of many existing jobs, the new industry will create several new jobs in the area.

"Today's announcement is a prime example of the enormous positive impact of the Governor's Jobs Cabinet, and what can happen when the private and public sectors work together toward a common goal of job growth and community development," said Commissioner Kisber.

## WastAway locates plant to Tennessee

Last December Governor Bredesen, ECD and WastAway executives announced the Coffee County Joint Industrial Park as the location for WastAway's recycling facility. WastAway takes household garbage and turns it into recycled, safe, useful everyday products for consumers and businesses. A typical system can recycle about 100 tons of household garbage per day, recycling 90 percent of Coffee County's household garbage.

"WastAway will benefit this community in various facets," Commissioner Kisber said. "This company assists businesses by providing quality recycled products while helping the community and the environment."

The initial facility will be a 45,000 square foot processing plant with an additional 45,000 square feet for expansion. There will be 10 to 15 employees hired at first, potentially reaching 200 to 250.

# ECD revives Main Street program

The arrival of strip malls, discount stores, home improvement centers, and new interstate connections helped lead to a slowdown in the growth of Tennessee's downtown communities. Now, under Governor Phil Bredesen's administration, a focus is once again being placed on ways local, state and private entities can best work together to revitalize downtown communities across the state.

The Main Street program, administered under the leadership of the Department of Economic & Community Development, provides support from state government in identifying a community's strengths, its resources and pulling key decision makers together to develop a plan of action to spark downtown revitalization efforts.

"Governor Bredesen believes our communities have to be properly prepared before they are able to handle economic development, and I share his beliefs," said Commissioner Matthew Kisber. "The revitalization of downtown communities can play an important part in not only building pride in the community, but its attractive-

ness and marketability to existing and potential industries."

ECD often helps communities and businesses in initial discussions on leasing space in vacant downtown buildings, addressing parking concerns, face-lifts on signage, sidewalk improvements and other incentives considered key steps in bringing the area back to life. While many communities don't see immediate changes, those communities that stick with the program's principles typically see improvements within 10 years of implementation.

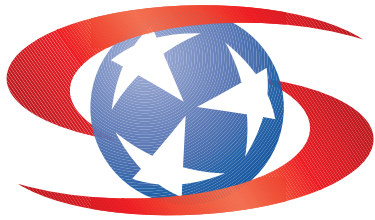
"I've seen some communities do a good job at reviving their downtown areas, but there are many others who are still struggling with this process," Commissioner Kisber added. "The services and support that ECD can offer will hopefully help to get them on the right path for growth."

Additionally, as part of its legislative agenda, ECD hopes to see more funding funneled into the Main Street program to provide downtown projects with technical support, marketing assistance, and eventually grant money.



**Commissioner Kisber recently spoke to business professionals and community leaders during a meeting with Leadership Millington in January.**





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*"Alone we can do  
so little;  
together we can  
do so much."  
- Helen Keller*



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## Commissioner at Work

*A few highlights of Commissioner Kisber's Most Recent Activities*

### Speaking Engagements:

- Williamson County Economic Development Council
- Leadership Millington
- Tennessee Chamber of Commerce and Industry Public Affairs Conference
- Bristol Rotary

### Events:

- Tri-Cities area tour of ARC-funded initiatives and projects
- 2004 International Poultry Exposition
- Tennessee Growth Board Meeting
- Marketplace Agriculture Show

## Calendar of Events

- |                       |  |
|-----------------------|--|
| <b>Feb. 2:</b>        | <b>State of the State Address</b> - Tennessee State Capitol                        |
| <b>Feb. 18:</b>       | <b>Tennessee Development District Association Panel Discussion</b> - Nashville, TN |
|                       | <b>TIDC/TCCE Legislative Reception</b> - Nashville, TN                             |
| <b>Feb. 18 - 19:</b>  | <b>Business Development Training</b> - Martin, TN                                  |
| <b>March 8 - 11:</b>  | <b>SAE (Society of Automotive Engineers) Show</b> - Detroit, MI                    |
| <b>March 14 - 17:</b> | <b>Industrial Asset Management Council (IAMC)</b> - Tucson, AZ                     |
|                       | <b>MARK YOUR CALENDAR!</b>   |
| <b>Sept. 28 - 30:</b> | <b>Tennessee ECD Governor's Conference</b> - Nashville, TN                         |

## DEVELOPMENTS

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